Local Market Update for July 2015

A Research Tool Provided by the Colorado Association of REALTORS®



Nathrop

Key Metrics	July			Year to Date			
	2014	2015	Percent Change from Previous Year	Thru 7-2014	Thru 7-2015	Percent Change from Previous Year	
New Listings	3	2	- 33.3%	39	32	- 17.9%	
Closed Sales	1	3	+ 200.0%	13	22	+ 69.2%	
Median Sales Price*	\$420,000	\$429,000	+ 2.1%	\$362,500	\$281,200	- 22.4%	
Average Sales Price*	\$420,000	\$325,333	- 22.5%	\$418,000	\$256,200	- 38.7%	
Percent of List Price Received*	94.4%	91.2%	- 3.4%	93.5%	94.7%	+ 1.3%	
Days on Market Until Sale	99	341	+ 244.4%	244	193	- 20.9%	
Inventory of Homes for Sale	40	27	- 32.5%				
Months Supply of Inventory	16.3	9.0	- 44.8%				

* Does not account for seller concessions and/or down payment assistance. | Activity for one month can sometimes look extreme due to small sample size.

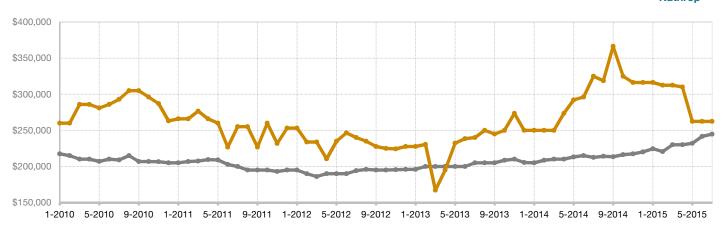






Historical Median Sales Price Rolling 12-Month Calculation





Local Market Update for August 2015

A Research Tool Provided by the Colorado Association of REALTORS®



Nathrop

		August			Year to Date			
Key Metrics	2014	2015	Percent Change from Previous Year	Thru 8-2014	Thru 8-2015	Percent Change from Previous Year		
New Listings	4	0	- 100.0%	43	33	- 23.3%		
Closed Sales	2	6	+ 200.0%	15	28	+ 86.7%		
Median Sales Price*	\$229,000	\$351,000	+ 53.3%	\$362,500	\$304,950	- 15.9%		
Average Sales Price*	\$229,000	\$366,583	+ 60.1%	\$392,800	\$279,854	- 28.8%		
Percent of List Price Received*	97.6%	96.7%	- 0.9%	94.0%	95.2%	+ 1.3%		
Days on Market Until Sale	43	221	+ 414.0%	215	199	- 7.4%		
Inventory of Homes for Sale	40	21	- 47.5%					
Months Supply of Inventory	18.3	6.2	- 66.1%					

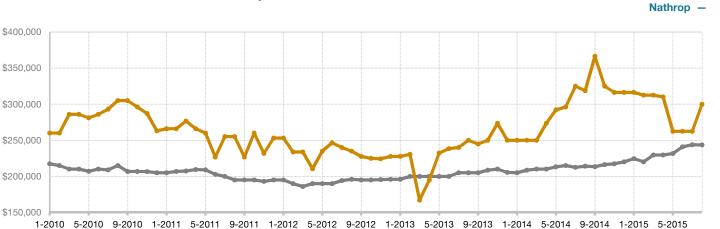
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August

■2014 ■2015



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for September 2015

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		September			Year to Date			
Key Metrics	2014	2015	Percent Change from Previous Year	Thru 9-2014	Thru 9-2015	Percent Change from Previous Year		
New Listings	8	2	- 75.0%	51	35	- 31.4%		
Closed Sales	1	2	+ 100.0%	16	30	+ 87.5%		
Median Sales Price*	\$450,000	\$367,500	- 18.3%	\$367,000	\$311,250	- 15.2%		
Average Sales Price*	\$450,000	\$367,500	- 18.3%	\$396,375	\$285,697	- 27.9%		
Percent of List Price Received*	90.2%	95.0%	+ 5.3%	93.8%	95.2%	+ 1.5%		
Days on Market Until Sale	464	376	- 19.0%	232	211	- 9.1%		
Inventory of Homes for Sale	41	19	- 53.7%					
Months Supply of Inventory	22.6	5.5	- 75.7%					

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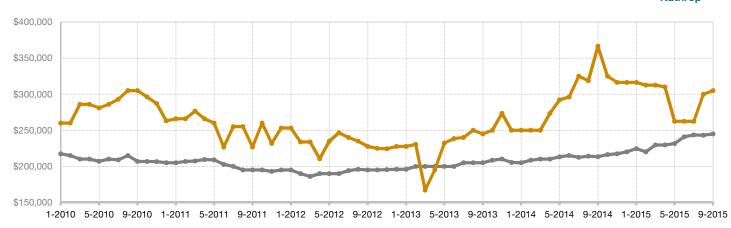
September





Historical Median Sales Price Rolling 12-Month Calculation





Local Market Update for October 2015

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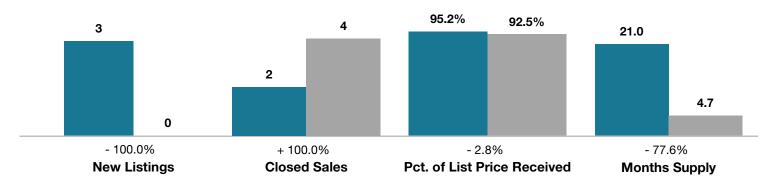
Nathrop

	October			Year to Date			
Key Metrics	2014	2015	Percent Change from Previous Year	Thru 10-2014	Thru 10-2015	Percent Change from Previous Year	
New Listings	3	0	- 100.0%	54	37	- 31.5%	
Closed Sales	2	4	+ 100.0%	18	34	+ 88.9%	
Median Sales Price*	\$226,000	\$360,000	+ 59.3%	\$343,750	\$322,250	- 6.3%	
Average Sales Price*	\$226,000	\$368,750	+ 63.2%	\$377,444	\$295,468	- 21.7%	
Percent of List Price Received*	95.2%	92.5%	- 2.8%	93.9%	94.8%	+ 1.0%	
Days on Market Until Sale	278	378	+ 36.0%	237	230	- 3.0%	
Inventory of Homes for Sale	40	17	- 57.5%				
Months Supply of Inventory	21.0	4.7	- 77.6%				

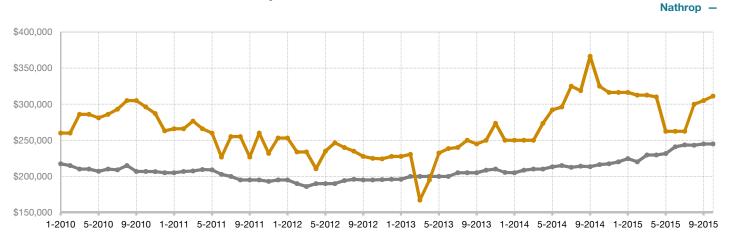
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October

■2014 ■2015



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for November 2015

Northern Coverage

A Research Tool Provided by the Colorado Association of REALTORS®



Nathrop

	November			Year to Date			
Key Metrics	2014	2015	Percent Change from Previous Year	Thru 11-2014	Thru 11-2015	Percent Change from Previous Year	
New Listings	2	3	+ 50.0%	56	40	- 28.6%	
Closed Sales	2	1	- 50.0%	20	35	+ 75.0%	
Median Sales Price*	\$290,000	\$220,000	- 24.1%	\$322,500	\$312,500	- 3.1%	
Average Sales Price*	\$290,000	\$220,000	- 24.1%	\$368,700	\$293,311	- 20.4%	
Percent of List Price Received*	96.4%	81.8%	- 15.1%	94.2%	94.5%	+ 0.3%	
Days on Market Until Sale	164	361	+ 120.1%	230	234	+ 1.7%	
Inventory of Homes for Sale	34	18	- 47.1%				
Months Supply of Inventory	17.0	5.1	- 70.0%				

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November

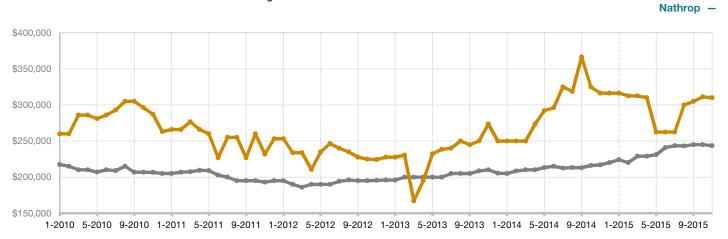




■2014 ■2015



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for December 2015

Northern Coverage

A Research Tool Provided by the Colorado Association of REALTORS®



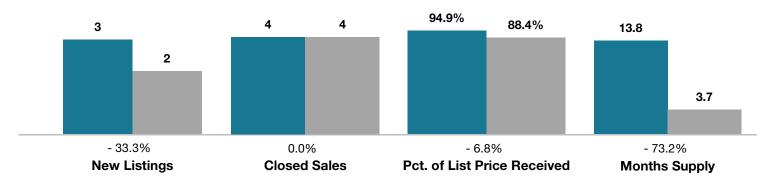
Nathrop

	December			Year to Date			
Key Metrics	2014	2015	Percent Change from Previous Year	Thru 12-2014	Thru 12-2015	Percent Change from Previous Year	
New Listings	3	2	- 33.3%	59	43	- 27.1%	
Closed Sales	4	4	0.0%	24	39	+ 62.5%	
Median Sales Price*	\$275,750	\$261,000	- 5.3%	\$316,250	\$300,000	- 5.1%	
Average Sales Price*	\$384,125	\$222,500	- 42.1%	\$371,271	\$286,049	- 23.0%	
Percent of List Price Received*	94.9%	88.4%	- 6.8%	94.3%	93.9%	- 0.4%	
Days on Market Until Sale	212	245	+ 15.6%	227	235	+ 3.5%	
Inventory of Homes for Sale	30	13	- 56.7%				
Months Supply of Inventory	13.8	3.7	- 73.2%				

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December

■2014 ■2015



Historical Median Sales Price Rolling 12-Month Calculation



